

Message Text

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PAGE 01 TEGUCI 02259 301433Z

53

ACTION ARA-10

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /018 W

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R 292119Z MAY 74

FM AMEMBASSY TEGUCIGALPA

TO USDOC WASHDC

INFO SECSTATE WASHDC 7212

UNCLAS TEGUCIGALPA 2259

E.O. 11652: N/A

TAGS: BEXP HO

SUBJ: MAJOR PROJECT: PROCUREMENT OF SWITCHING EQUIPMENT

REF: STATE 111312

1. NORTH ELECTRHK'S SALES DIRECTOR FOR L.A., MR. WILLIAM L. SHEA, SPENT MOST OF LAST WEEK IN TEGUCIGALPA IN AN EFFORT TO HAVE GOH GIVE NORTH OPPORTUNITY MAKE SPECIFIC PROPOSAL ON PROJECT. HE WAS BRIEFED BY AMBASSADOR AND COMATT ON EMBASSY'S EFFORT TO ASSIST AND EXPRESSED APPRECIATION. ALTHOUGH HE WAS UNABLE TO SEE COL. WILDT, THE DIRECTOR GENERAL OF TELECOMMUNICATIONS, WHO WAS IN NEW YORK (SEE TEG. 2146), HE DID HAVE FRUITFUL DISCUSSION WITH ACTING MINISTER OF COMMUNICATIONS APARICIO WHO, ACCORDING TO SHEA, SEEMED SOMEWHAT DISPOSED TO GIVING NORTH ANOTHER OPPORTUNITY. HEA POINTED OUT TO APARICIO THAT NORTH HAD NEVER BEEN ASFORMED IN WRITING BY THE GOH OF ITS DECISION TO LIMIT NEGOTIATIONS WITH ITT AND OKI. HE TOLD APARICIO THAT HE PLANNED TO GIVE HIM A LETTER FORMALLY REQUESTING AN OPPORTUNITY TO NEGOTIATE ON THE SPECIFIC TYPE OF EQUIPMENT WHICH THE GOH WISHES TO ACQUIRE (APPARENTLY A LIST OF REQUIREMENTS HAS NOW BEEN DRAWN UP) AND REQUESTING A TIMELY REPLY. THE LETTER WAS DELIVERED TO APARICIO ON MAY 24 AND DESCRIBES THE BACKGROUND OF NORTH'S ORIGINAL PROPOSAL, THE ADVANTAGES OF NORTH'S EQUIPMENT, CLARIFIES CERTAIN MISCONCEPTIONS, AET STRESSES THE COMPETITIVE PRICES WHICH NORTH CAN OFFER FOR ELECTROMECHANIC SWITCHING EQUIPMENT. THE LETTER ALSO OFFERS TO HAVE NORTH'S ENGINEERS COME IMMEDIATELY TO TEGUCIGALPA TO BEGIN NEGOTIATIONS SO THAT NO DELAY WOULD BE

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ENCOUNTERED. ACCORDING TO SHEA, APARICIO PROMISED A WRITTEN

REPLY AS SOON AS POSSIBLE.

2. COMATT ATTEMPTING TO GET APPOINTMENT WITH APARICIO TO DISCUSS
MATTER. ALTHOUGH WE HAVE BEEN TOLD HE RELUCTANT "BEND" INSTRUC-
TIONS OF COMMUNICATIONS MINISTER RIVERA, WHO IS IN MEXICO QUITE
ILL, HE MAY AT LEAST BE WILLING TO TRY TO ARRIVE AT ATTRACTIVE
COST FIGURE WITH NORTH, WHICH IF SUFFICIENTLY ATTRACTIVE MIGHT
JUSTIFY PHONING RIVERA FOR GREEN LIGHT.
SANCHEZ

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Message Attributes

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Draft Date: 29 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
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From: TEGUCIGALPA
Handling Restrictions: n/a
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